

**PRODUCERS' QUESTIONNAIRE**  
**CERTAIN TISSUE PAPER PRODUCTS AND CREPE PAPER PRODUCTS FROM CHINA**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than November 8, 2004**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning certain tissue paper products and crepe paper products from China (inv. No. 731-TA-1070 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_  
World Wide Web address \_\_\_\_\_

Has your firm produced certain tissue paper products or crepe paper products (as defined in the instruction booklet) at any time since January 1, 2001?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)  
 **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**CERTIFICATION**

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_  
*Phone*

( ) \_\_\_\_\_  
*Fax*

**PART I.--GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours \_\_\_\_\_ dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

\_\_\_\_\_  
\_\_\_\_\_

I-3. Do you support or oppose the petition? Please explain.

Support     Oppose     Take no position

\_\_\_\_\_

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigation is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Bureau of Customs and Border Protection for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes     No (that is, I do not wish my position on the petition to be made public)

I-4. Is your firm owned, in whole or in part, by any other firm?

No     Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

**PART I.--GENERAL QUESTIONS--Continued**

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing tissue paper products and/or crepe paper products from China into the United States or which are engaged in exporting tissue paper products and/or crepe paper products from China to the United States?

No  Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of tissue paper products and/or crepe paper products?

No  Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

**PART II.--TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Fred Forstall (202-205-3443 or [alfred.forstall@usitc.gov](mailto:alfred.forstall@usitc.gov)). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_

Phone No. \_\_\_\_\_ E-mail address \_\_\_\_\_

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of tissue paper products and/or crepe paper products since January 1, 2001?

No  Yes--Supply details as to the time, nature, and significance of such changes. Use additional pages as necessary.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-3. Does your firm produce other products on the same equipment and machinery used in the production of consumer tissue paper products, bulk tissue paper products, and/or crepe paper products?

No  Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): \_\_\_\_\_

Products produced on same equipment and share of total production in 2003 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
(a) Consumer tissue products	_____	_____	_____
(b) Bulk tissue paper products	_____	_____	_____
(c) Crepe paper products	_____	_____	_____

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

\_\_\_\_\_  
\_\_\_\_\_

II-5. Does your firm produce other products using the same production and related workers employed to produce consumer tissue paper products, bulk tissue paper products, and/or crepe paper products?

No  Yes--List the following information.

Basis for allocation of employment data (e.g., sales): \_\_\_\_\_

Products produced using the same workers and share of total production in 2003 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
(a) Consumer tissue products	_____	_____	_____
(b) Bulk tissue paper products	_____	_____	_____
(c) Crepe paper products	_____	_____	_____

II-6. Since January 1, 2001, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of tissue paper products and/or crepe paper products?

Tissue paper products:

No  Yes--Name firm: \_\_\_\_\_

Crepe paper products:

No  Yes--Name firm: \_\_\_\_\_

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-7. Does your firm produce tissue paper products and/or crepe paper products in a foreign trade zone (FTZ)?

Tissue paper products:

No       Yes--Identify FTZ(s): \_\_\_\_\_

Crepe paper products:

No       Yes--Identify FTZ(s): \_\_\_\_\_

II-8. Since January 1, 2001, has your firm imported tissue paper products and/or crepe paper products?

Tissue paper products:

No       Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

Crepe paper products:

No       Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

II-9. Comparability of bulk tissue paper products and consumer tissue paper products (see definitions in the instructions booklet). Please identify the similarities and differences, if any, between bulk tissue paper products and consumer tissue paper products (the products) with respect to the following factors: (a) characteristics, uses, and interchangeability--describe the physical properties and specific, representative end uses of the products, including the degree, if any, to which there are overlapping end uses for the products; (b) manufacturing processes--describe whether the products share common production facilities, inputs, machinery and equipment, or labor; (c) channels of distribution-- describe specific end-use or customer requirements for the products and the channel(s) of distribution through which they are sold; (d) price--provide a discussion and specific examples of prices for the products. Use additional pages as necessary.

(a) Characteristics, uses, and interchangeability: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

(b) Manufacturing processes: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART II.--TRADE AND RELATED INFORMATION--Continued**

(c) Channels of distribution: \_\_\_\_\_

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(d) Price: \_\_\_\_\_

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(e) Since January 1, 2001, has your firm produced bulk tissue paper products, consumer tissue paper products, or both? \_\_\_\_\_

II-10. Please estimate the share (by quantity) of your firm's U.S. shipments of consumer tissue paper in 2003 accounted for by the following. (Note: these categories are not mutually exclusive.)

(a) Specialty products (See definitions in the instruction booklet.) \_\_\_\_\_ percent

(b) Club packs (See definitions in the instruction booklet.) \_\_\_\_\_ percent

(c) Resealable polybags \_\_\_\_\_ percent

II-11. Please estimate the share (by quantity) of your firm's U.S. shipments of bulk tissue paper in 2003 accounted for by the following. (Note: these categories are not mutually exclusive.)

(a) Half-ream quantities \_\_\_\_\_ percent

(b) Quire-folds \_\_\_\_\_ percent

(c) Resealable polybags \_\_\_\_\_ percent

II-12. Of your firm's U.S. shipments of bulk tissue paper:

(a) What is the average basis weight? \_\_\_\_\_

(b) On what basis is the bulk tissue paper sold?

Area (e.g. square meters/feet)     Weight     Other \_\_\_\_\_

(c) Report the total weight of your firm's U.S. shipments of bulk tissue paper products.

	Calendar years			January-September	
	2001	2002	2003	2003	2004
<b>Weight</b> (in short tons)					

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-13. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **bulk tissue paper products** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in 1,000 square meters, value in \$1,000)</i>		
Item	Calendar years	January-September

	2001	2002	2003	2003	2004
<b>AVERAGE PRODUCTION CAPACITY<sup>1</sup></b> ( <i>quantity</i> )					
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )					
<b>PRODUCTION</b> ( <i>quantity</i> )					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
<b>Internal consumption:</b>					
<i>Quantity</i> of internal consumption					
<i>Value<sup>2</sup></i> of internal consumption					
<b>Transfers to related firms:</b>					
<i>Quantity</i> of transfers to related firms					
<i>Value<sup>2</sup></i> of transfers to related firms					
<b>EXPORT SHIPMENTS:<sup>3</sup></b>					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
<b>END-OF-PERIOD INVENTORIES<sup>4</sup></b> ( <i>quantity</i> )					
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )					
<b>U.S. SHIPMENTS TO RETAILERS</b> ( <i>quantity</i> )					
<b>U.S. SHIPMENTS TO END USERS/FINAL CONSUMERS</b> ( <i>quantity</i> )					
<b>AVERAGE NUMBER OF PRWs</b>					
<b>HOURS WORKED BY PRWs</b> ( <i>1,000 hours</i> )					
<b>WAGES PAID TO PRWs</b> ( <i>value</i> )					

<sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating \_\_\_\_ hours per week, \_\_\_\_ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003 below:

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_

<sup>4</sup> Reconciliation of data.--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes  No--Please explain: \_\_\_\_\_

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-14. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **consumer tissue paper products** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in 1,000 square meters, value in \$1,000)					
Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
<b>AVERAGE PRODUCTION CAPACITY</b> <sup>1</sup> (quantity)					
<b>BEGINNING-OF-PERIOD INVENTORIES</b> (quantity)					
<b>PRODUCTION</b> (quantity)					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption:</b>					
Quantity of internal consumption					
Value <sup>2</sup> of internal consumption					
<b>Transfers to related firms:</b>					
Quantity of transfers to related firms					
Value <sup>2</sup> of transfers to related firms					
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> (quantity)					
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> (quantity)					
<b>U.S. SHIPMENTS TO RETAILERS</b> (quantity)					
<b>U.S. SHIPMENTS TO END USERS/FINAL CONSUMERS</b> (quantity)					
<b>AVERAGE NUMBER OF PRWs</b>					
<b>HOURS WORKED BY PRWs</b> (1,000 hours)					
<b>WAGES PAID TO PRWs</b> (value)					

<sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating \_\_\_\_ hours per week, \_\_\_\_ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003 below:

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_  
<sup>4</sup> Reconciliation of data.--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?  
 Yes  No--Please explain: \_\_\_\_\_



**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-15. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **crepe paper products** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in 1,000 square meters, value in \$1,000)					
Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
<b>AVERAGE PRODUCTION CAPACITY</b> <sup>1</sup> (quantity)					
<b>BEGINNING-OF-PERIOD INVENTORIES</b> (quantity)					
<b>PRODUCTION</b> (quantity)					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption:</b>					
Quantity of internal consumption					
Value <sup>2</sup> of internal consumption					
<b>Transfers to related firms:</b>					
Quantity of transfers to related firms					
Value <sup>2</sup> of transfers to related firms					
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> (quantity)					
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> (quantity)					
<b>U.S. SHIPMENTS TO RETAILERS</b> (quantity)					
<b>U.S. SHIPMENTS TO END USERS/FINAL CONSUMERS</b> (quantity)					
<b>AVERAGE NUMBER OF PRWs</b>					
<b>HOURS WORKED BY PRWs</b> (1,000 hours)					
<b>WAGES PAID TO PRWs</b> (value)					

<sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating \_\_\_\_ hours per week, \_\_\_\_ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003 below:

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_

<sup>4</sup> Reconciliation of data.--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes  No--Please explain: \_\_\_\_\_

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-16. If you reported transfers to related firms in any of questions II-13 through II-15, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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II-17. Other than direct imports, has your firm otherwise purchased **bulk tissue paper products** since January 1, 2001? (See definitions in the instruction booklet.)

No       Yes--Report such purchases below for the specified periods.<sup>1</sup>

<i>(Quantity in 1,000 square meters, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM--</b>					
<b>CHINA:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>ALL OTHER COUNTRIES:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.  <hr/> <hr/>					
<sup>2</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.  <hr/> <hr/>					

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-18. Other than direct imports, has your firm otherwise purchased **consumer tissue paper products** since January 1, 2001? (See definitions in the instruction booklet.)

No                       Yes--Report such purchases below for the specified periods.<sup>1</sup>

<i>(Quantity in 1,000 square meters, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM--</b>					
<b>CHINA:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>ALL OTHER COUNTRIES:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.  <hr/> <hr/>					
<sup>2</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.  <hr/> <hr/>					

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-19. Other than direct imports, has your firm otherwise purchased **crepe paper products** since January 1, 2001? (See definitions in the instruction booklet.)

No             Yes--Report such purchases below for the specified periods.<sup>1</sup>

<i>(Quantity in 1,000 square meters, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM--</b>					
<b>CHINA:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>ALL OTHER COUNTRIES:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/> <hr/>					
<sup>2</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/> <hr/>					

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Chand Mehta (202-205-3174 or *chand.mehta@usitc.gov*).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: \_\_\_\_\_  
 Name and title

\_\_\_\_\_ Phone No. \_\_\_\_\_ Fax No.

\_\_\_\_\_ E-mail address \_\_\_\_\_ Company web address

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? \_\_\_\_\_  
 If your fiscal year changed during the period examined, explain below:  
 \_\_\_\_\_
- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: \_\_\_\_\_
2. Does your firm prepare profit/loss statements for the subject merchandise: Yes \_\_\_ No \_\_\_
3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  
 Audited \_\_\_ unaudited \_\_\_ annual reports \_\_\_ 10Ks \_\_\_ 10Qs \_\_\_  
 Monthly \_\_\_ quarterly \_\_\_ semi-annually \_\_\_ annually \_\_\_
4. Accounting basis: GAAP \_\_\_ cash \_\_\_ tax \_\_\_ other comprehensive (specify) \_\_\_\_\_

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes tissue paper products and/or crepe paper products, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-5. Other products.--Please list any other products you produced in the facilities in which you produced tissue paper products and/or crepe paper products, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

**PART III.--FINANCIAL INFORMATION--Continued**

III-6a. Operations on bulk tissue paper products.--Report the revenue and related cost information requested below on the **bulk tissue paper** products operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Chand Mehta at (202) 205-3174 before completing this section of the questionnaire.

<i>(Quantity in 1,000 square meters, value in \$1,000)</i>					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2003	2004
<b>Net sales quantities:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales values:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
<b>Operating income or (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
<b>Net income or (loss) before income taxes</b>					
<b>Depreciation/amortization included above</b>					

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

<sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

**PART III.--FINANCIAL INFORMATION--Continued**

III-6b. Operations on consumer tissue paper products--Report the revenue and related cost information requested below on the **consumer tissue paper** products operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Chand Mehta at (202) 205-3174 before completing this section of the questionnaire.

<i>(Quantity in 1,000 square meters, value in \$1,000)</i>					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2003	2004
<b>Net sales quantities:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales values:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
<b>Operating income or (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
<b>Net income or (loss) before income taxes</b>					
<b>Depreciation/amortization included above</b>					

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

<sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

**PART III.--FINANCIAL INFORMATION--Continued**

III-6c. Operations on crepe paper products.--Report the revenue and related cost information requested below on the **crepe paper** products operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Chand Mehta at (202) 205-3174 before completing this section of the questionnaire.

<i>(Quantity in 1,000 square meters, value in \$1,000)</i>					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2003	2004
<b>Net sales quantities:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales values:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
<b>Operating income or (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
<b>Net income or (loss) before income taxes</b>					
<b>Depreciation/amortization included above</b>					

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

<sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.



**PART III.--FINANCIAL INFORMATION--Continued**

III-7a. Asset values.--Report the total assets associated with the production, warehousing, and sale of **tissue paper** products (i.e., bulk tissue paper products and consumer tissue paper products). If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate the data based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

<i>(Value in \$1,000)</i>			
Value of	Fiscal years ended--		
	_____	_____	_____
<b>Assets associated with the production, warehousing, and sale of product:</b>			
<b>1. Current assets:</b>			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories (Finished goods)			
D. Inventories (raw materials and work in process)			
E. Other (describe _____)			
F. Total current assets (lines 1.A. through 1.E.)			
<b>2. Property, plant, and equipment</b>			
A. Original cost of property, plant, and equipment			
B. Less: Accumulated depreciation			
C. Equals: Book value of property, plant, and equipment			
<b>3. Other non-current assets</b>			
<b>4. Total assets</b> (lines 1.F, 2.C, and 3)			

**PART III.--FINANCIAL INFORMATION--Continued**

III-7b. Asset values.--Report the total assets associated with the production, warehousing, and sale of **crepe paper** products. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate the data based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

<i>(Value in \$1,000)</i>			
Value of	Fiscal years ended--		
	_____	_____	_____
<b>Assets associated with the production, warehousing, and sale of product:</b>			
<b>1. Current assets:</b>			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories (Finished goods)			
D. Inventories (raw materials and work in process)			
E. Other (describe _____)			
F. Total current assets (lines 1.A. through 1.E.)			
<b>2. Property, plant, and equipment</b>			
A. Original cost of property, plant, and equipment			
B. Less: Accumulated depreciation			
C. Equals: Book value of property, plant, and equipment			
<b>3. Other non-current assets</b>			
<b>4. Total assets</b> (lines 1.F, 2.C, and 3)			

**PART III.--FINANCIAL INFORMATION--Continued**

III-8. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on bulk tissue paper products, consumer tissue paper products, and crepe paper products. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2003	2004
<b>Bulk tissue paper products</b>					
<b>Capital expenditures</b>					
<b>Research and Development expenditures</b>					
<b>Consumer tissue paper products</b>					
<b>Capital expenditures</b>					
<b>Research and Development expenditures</b>					
<b>Crepe paper products</b>					
<b>Capital expenditures</b>					
<b>Research and Development expenditures</b>					

III-9a. Since January 1, 2001, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of **bulk tissue paper products** from China?

N/A - My firm does not make this product.     No - My firm has not experienced negative effects.

Yes--My firm has experienced actual negative effects as follows:

- Cancellation, postponement, or rejection of expansion projects
- Denial or rejection of investment proposal
- Reduction in the size of capital investments
- Rejection of bank loans
- Lowering of credit rating
- Problem related to the issue of stocks or bonds
- Other (specify) \_\_\_\_\_

**PART III.--FINANCIAL INFORMATION--Continued**

III-9b. Since January 1, 2001, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of **consumer tissue paper products** from China?

N/A - My firm does not make this product.  No - My firm has not experienced negative effects.

Yes--My firm has experienced actual negative effects as follows:

- Cancellation, postponement, or rejection of expansion projects
- Denial or rejection of investment proposal
- Reduction in the size of capital investments
- Rejection of bank loans
- Lowering of credit rating
- Problem related to the issue of stocks or bonds
- Other (specify) \_\_\_\_\_

III-9c. Since January 1, 2001, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of **crepe paper products** from China?

N/A -- My firm does not make this product.  No - My firm has not experienced negative effects.

Yes--My firm has experienced actual negative effects as follows:

- Cancellation, postponement, or rejection of expansion projects
- Denial or rejection of investment proposal
- Reduction in the size of capital investments
- Rejection of bank loans
- Lowering of credit rating
- Problem related to the issue of stocks or bonds
- Other (specify) \_\_\_\_\_

**PART III.--FINANCIAL INFORMATION--Continued**

III-10a. Does your firm anticipate any negative impact of imports of **bulk tissue paper products** from China?

N/A -- My firm does not make this product.  No--My firm does not anticipate negative effects:

Yes--My firm anticipates negative effects as follows:

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III-10b. Does your firm anticipate any negative impact of imports of **consumer tissue paper products** from China?

N/A -- My firm does not make this product.  No--My firm does not anticipate negative effects:

Yes--My firm anticipates negative effects as follows:

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III-10c. Does your firm anticipate any negative impact of imports of **crepe paper products** from China?

N/A - My firm does not make this product.  No--My firm does not anticipate negative effects:

Yes--My firm anticipates negative effects as follows:

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**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-A.--PRICE DATA--Continued**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified products<sup>1</sup> produced and sold by your firm.

Product 1  Product 2  Product 3  Product 4  Product 5

<i>(Quantity in packs, value in dollars)</i>		
Period of shipment	Quantity	FOB Value <sup>2</sup>
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2004:</b>		
January-March		
April-June		
July-September		
<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>		
<sup>2</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS**

**PLEASE NOTE THAT THE QUESTIONS IN THIS SECTION OF THE QUESTIONNAIRE (PAGES 24-30) REFER TO BOTH TISSUE PAPER PRODUCTS AND CREPE PAPER PRODUCTS. IF THE ANSWERS TO THE QUESTIONS IN THIS SECTION DIFFER BY PRODUCT TYPE (I.E., TISSUE PAPER OR CREPE PAPER), OR IF THE ANSWERS DIFFER BY END USER (I.E., CONSUMER TISSUE PAPER OR BULK TISSUE PAPER (AS DEFINED IN THE INSTRUCTION BOOKLET)), PLEASE COPY THESE PAGES AS NECESSARY AND CHECK THE APPROPRIATE BOXES BELOW.**

- Consumer tissue paper products**
- Bulk tissue paper products**
- Crepe paper products**

IV-B-1. Please describe how your firm determines the prices that it charges for sales of tissue paper products and/or crepe paper products (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

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IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

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IV-B-3. What are your firm's typical sales terms for its U.S.-produced tissue paper products and/or crepe paper products (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of domestic tissue paper products and/or crepe paper products usually quoted (e.g., f.o.b. warehouse, or delivered)? \_\_\_\_\_

IV-B-4. Approximately what share of your firm's sales of its U.S.-produced tissue paper products and/or crepe paper products in 2003 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	



**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

IV-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

IV-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced tissue paper products and/or crepe paper products?

Source	Share of 2003 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

IV-B-8. (a) What is the approximate percentage of the total delivered cost of tissue paper products and/or crepe paper products that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-9. What is the geographic market area in the United States served by your firm's tissue paper products and/or crepe paper products?

- Northeast     Mid-Atlantic     Midwest     Southeast
- Southwest     Rocky Mountains     West Coast     Northwest
- National     Other (describe) \_\_\_\_\_

IV-B-10. (a) Are there any products that may be substituted for tissue paper products and/or crepe paper products?

- No     Yes If yes, please list in order of importance any products that may be substituted for tissue paper products and/or crepe paper products.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

\_\_\_\_\_  
\_\_\_\_\_

(c) Have changes in the prices of these products affected the price for tissue paper products and/or crepe paper products?

- No     Yes--To what degree do changes in their prices affect the prices for tissue paper products and/or crepe paper products? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of tissue paper product and/or crepe paper product or final end use?

\_\_\_\_\_  
\_\_\_\_\_

IV-B-11. How has the demand within the United States (and outside the United States if known) for tissue paper products and/or crepe paper products changed since January 1, 2001? What principal factors affect changes in demand?

- Unchanged     Increased     Decreased

\_\_\_\_\_  
\_\_\_\_\_

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-12. Have there been any significant changes in the product range or marketing of tissue paper products and/or crepe paper products since January 1, 2001?

- No                       Yes--Please describe.

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IV-B-13. (a) Does your firm sell tissue paper products and crepe paper products over the internet?

- No                       Yes--Please describe, noting the estimated percentage of your firm's total sales of tissue paper products and/or crepe paper products in 2003 accounted for by internet sales.

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IV-B-14. Please report the total number of distinct products represented by your firm's sales of the subject product. A product is considered distinct based on differences in the number and/or size of sheets in the package and/or the combination of different colors and/or patterns.

	Bulk tissue	Consumer tissue	Crepe paper
2003			
January-September 2004			

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-15. (b) For each internet sale/reverse auction in which your firm participated, please provide the following information (attach additional pages if necessary):

a) What was the name of the company sponsoring the auction? \_\_\_\_\_

b) When did the auction take place? \_\_\_\_\_

c) Which tissue paper products and/or crepe paper products were being purchased through the auction? \_\_\_\_\_  
\_\_\_\_\_

d) When were the tissue paper products and/or crepe paper products to be shipped to the purchaser? \_\_\_\_\_  
\_\_\_\_\_

e) What were the quantities of each tissue paper product and/or crepe paper product being purchased? \_\_\_\_\_  
\_\_\_\_\_

f) What were your opening and final bids on each tissue paper product and/or crepe paper product? \_\_\_\_\_

g) Who was the winning bidder and what was the winning bid, if known, on each tissue paper product and/or crepe paper product? \_\_\_\_\_  
\_\_\_\_\_

h) If your firm did not win, please explain why you did not bid any lower.  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-16. Are tissue paper products and/or crepe paper products produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "O" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	China	Other countries
<b>United States</b>			
<b>China</b>			

<sup>1</sup> For any country-pair producing tissue paper products and/or crepe paper products which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-17. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between tissue paper products and/or crepe paper products produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	China	Other countries
<b>United States</b>			
<b>China</b>			

<sup>1</sup> For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of tissue paper products and/or crepe paper products, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-C.--CUSTOMER IDENTIFICATION**

Please identify below the names and addresses of your firm's 10 largest customers for tissue paper products and/or crepe paper products during January 2001-September 2004. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of tissue paper products and/or crepe paper products that each of these customers accounted for in 2003 (**copy this page if necessary**).

- Bulk tissue paper products       Consumer tissue paper products
- Crepe paper products

No.	Customer's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					





**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES**

**PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THIS INVESTIGATION.**

**THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS.** (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

**Since January 1, 2001:** Did your firm lose sales of tissue paper products and/or crepe paper products to imports of these products from China?

Yes       No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (packs)	Rejected U.S. price (total value--1,000 dollars)	Country of origin	Accepted import price (total value-- 1,000 dollars)